AIA Hong Kong
27/F Hopewell Centre, 183 Queen's Road East, Wan Chai, Hong Kong
T: (852) 2881 3333

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Memo

Attn: All EDD & Honorable Advisors/ EDDs/ PSDDs/ SDDs/ DDs/ MICs/ Agency Leaders/ Financial Planners (Hong Kong)

From: Mr. Leo Cheung & Ms. Angela Lau

Dept: Life & Wealth Management Proposition & Health Proposition

Copy: Mr. Alger Fung
All Department Heads
Macau CEO / ABDD Executives

Total page: 6 pages

Date: 1 June 2025

Subject: A250626 - 高淨值業務限時獎賞 (6 月)
HNW Business Limited Time Rewards (June)

高淨值業務市場商機龐大，隨著大灣區經濟深度融合，經常往返中港兩地既高淨值客戶更重視便捷的醫療服務及高端醫療禮賓服務體驗。為全力支持財務策劃顧問開拓高淨值客戶市場，近日公司已推出一系列客戶專屬配套及獎賞，現特意推出**六月高淨值業務限時獎賞**以鼓勵大家進一步推動高淨值客戶市場的拓展，同時亦可以親身體驗 AIA 提供的頂級大灣區醫療產品和卓越醫療禮賓服務。詳情如下。

參加資格	所有財務策劃顧問及營業單位主管
獎賞活動日期	2025 年 6 月 1 日 至 2025 年 6 月 30 日，包括首尾兩天
獎賞要求	於獎賞活動日期內**遞交及繕發每 1 張** 指定保險計劃保單及 ANP 達 10 萬美元或以上 之全新 AIA 個人保險計劃保單（「新保單」） 即可享 2 合 1 獎賞一套 （新保單以外的其他基本計劃及 / 或附加契約之保費及保費徵費均不會被納入於計算此獎賞之內。）

指定保險計劃包括:

1.「盈御多元貨幣計劃 3」	9.「裕滿人生」保障計劃 2
2.「充裕未來• 盈尚」	10.「樂怡人生」保障計劃或「樂怡人生」保障計劃（週年紅利）
3.「簡愛• 延續」保障計劃 5	11.「年金寶」入息計劃
4.「財富恆裕 2 • 霞」壽險計劃	12.「活出精彩」入息計劃 (只適用於香港)
5.「財富恆裕 2 • 蔚」壽險計劃	13.「諾享」保障計劃 2
6.「財富相傳 5」壽險計劃	14. 活享儲蓄計劃
7.「財富顯裕」壽險計劃	
8.「愛無憂長享計劃 5」	

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2合1獎賞內容	A.「大灣醫薈通」門診計劃(財務策劃顧問版本)一年會籍: 覆蓋香港、澳門以至指定內地大灣區城市，解決跨境醫療的剛需就醫痛點; 及 B.「全助你」中國內地醫療禮賓服務一年會籍 : 由健康管家為您打點大小事，提供醫療與護理支援，及為您於中國內地的摯親提供上門一般健康評估及指導。
領獎安排	合資格的財務策劃顧問及營業單位主管，將於 2025 年 7 月 31 日或之前收到電郵通知獎賞啟動。一年會籍將由服務啟動開始計算。

有關獎賞提供之相關服務，有任何查詢，請電郵至健康創新方案部部門 (Health Proposition) aiahk.health-and-wellness-proposition@aia.com 。

獎賞內容概覽

A.「大灣醫薈通」門診計劃(財務策劃顧問版本)

- 12 次普通科醫生面對面診症或網上診症連藥物送遞(包括每次長達 3 日的基本藥物。)
- 面對面診症適用於香港、澳門及指定內地大灣區城市
- 網上診症連藥物送遞只適用於香港及指定內地大灣區城市，不適用於澳門
  *指定內地大灣區城市現時包括廣州、深圳、珠海、佛山、東莞及中山
- 就所有網上與面對面診症而言，全部費用包括但不限於自付費用，必須以網上平台所指明的電子付款方式付賬。
- 就所有網上診症而言，受保人須身處向其提供網上診症的註冊醫生的診所位置相同的地區，否則將不會獲提供網上診症。

B. 有關「全助你」中國內地醫療禮賓服務，請參閱「全助你」服務單張之「『全助你』於中國內地提供的服務使用條款」部分或瀏覽公司網頁 https://www.aia.com.hk/zh-hk/health-and-wellness/healthcare-services/care-concierge/mainland 。

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條款及細則

1. 營業同事進行銷售時必須根據客戶的需要及保費負擔能力作評估，從而介紹適合的保險產品，不得因任何獎賞而對客戶作特定銷售建議。
2. 有關截數日之安排，以 AIA 最新的通告或最新的 iPoS 截數日安排為準。
3. 如營業同事於獎賞活動日期之前已遞交保單/保單已獲繕發，但於期內撤回投保申請/ 取消保單，並再次投保相同產品計劃，其保單/ 附加契約的 ANP 及數目將不獲計算。
4. 若兩位或以上之營業單位主管或財務策劃顧問共同完成 1 張保單，ANP 將平均計算予各人。
5. 於獎賞活期內，所有由同一營業單位主管/財務策劃顧問就同一受保人繕發的相同基本計劃之新保單將被視為 1 個合資格保單以計算保單累積數目。
6. 新保單以外的其他基本計劃及/或附加契約之保費及保費徵費均不會被納入於計算此優惠之內。
7. 營業同事不論透過紙本或電子方式遞交保單申請予 AIA，均應預留充足時間確保有關申請已於截數前由 AIA 及/或已授權之單位收妥。
8. 所有保單必須在獎賞活動內遞交及繕發並於發放獎賞時仍然生效，保單才獲計算在內。
9. 獎賞活動結果以保單冷靜期後作調整為準。AIA 保留就調整後之獎賞活動結果及就任何違規銷售行為追討已發放獎賞之權利。
10. 所有得獎者必須於獎賞發放時仍與 AIA 持有效合約。
11. AIA 保留隨時修改獎賞活動規則或獎賞之權利，恕不另行通知。
12. 獎賞不能使用作任何保單銷售之誘因、轉售、兌換現金、其他貨品或折扣。
13. AIA 並不是服務供應商或其中介。我們就服務的質素及其可用性不作陳述、保證或承諾，並且不會就服務供應商所提供的服務承擔任何責任或義務。在任何情況下，我們均不會對服務供應商在提供服務及/或服務(包括但不限於診斷、治療及醫療與護理服務)的作為、不作為或疏忽承擔任何責任或義務。
14. 如有任何異議，以 AIA 最後決定為準。

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The opportunities in the High-Net-Worth (HNW) market are immense, AIA has launched a series of exclusive supports and privileges to fully support our Financial Planners in expanding the HNW market. As the Greater Bay Area economy continues to thrive, high-net-worth clients are increasingly seeking premium medical care and medical concierge services. AIA has launched a series of exclusive supports and privileges to fully support our Financial Planners in expanding the HNW market.

To provide you with an unparalleled experience of our top-tier GBA medical insurance products and exceptional medical concierge services, we are pleased to announce an exclusive, limited-time HNW business reward campaign in June.

<table>
<tr><td>Eligibility</td><td>All financial planners and agency leaders</td></tr>
<tr><td>Promotional Period</td><td>1 June, 2025 to 30 June, 2025, both day inclusive.</td></tr>
<tr><td>Requirement</td><td><u>Each</u> New individual AIA life insurance policies of eligible product
with an ANP of USD 100,000 or above
<u>submitted and delivered</u> within reward campaign period (“New Policy”)
will be entitled to one set of 2-in-1 reward
(apart from the new policy, the premiums of all other basic plan(s) and/or add-on plan(s) and levy will not be counted for the calculation of this reward.)

Eligible Products:
<table>
<tr><td>1. Global Power Multi - Currency Plan 3</td><td>9. Admire Life 2Admire</td></tr>
<tr><td>2. Bonus Power Vantage</td><td>10. Serene Life or Serene Life (Annual Dividends)</td></tr>
<tr><td>3. Simply Love Encore</td><td>11. Golden Years Income Plan</td></tr>
<tr><td>4. Wealth Elite 2 - Ruby</td><td>12. Spring Income Plan</td></tr>
<tr><td>5. Wealth Elite 2 - Sapphire</td><td>13. Spring Income Plan</td></tr>
<tr><td>6. Wealth Preserver 5</td><td>14. FlexiAchiever</td></tr>
<tr><td>7. Wealth Enrich</td><td></td></tr>
<tr><td>8. Forever Love Coupon Plan 5</td><td></td></tr>
</table></td></tr>
<tr><td>2-in-1 Reward</td><td>A. One-year GBA Health Connect Outpatient Plan (financial planners version); and
B. One year membership of Care Concierge Service provided in Mainland China</td></tr>
<tr><td>Result announcement</td><td>Awarded financial planners will receive confirmation email with the redemption code on or before 31 July 2025. The one-year membership will be started from the service activation date.</td></tr>
</table>

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Overview of 2-in-1 reward ("Reward")

A. GBA Health Connect Outpatient Plan (financial planners version)
   i. 12 face-to-face or online consultations with general practitioners, including medication delivery (up to 3 days of basic medication per consultation).
   ii. Face-to-face consultations available in Hong Kong, Macau, and designated cities in the Greater Bay Area of Mainland China.
   iii. Online consultations with medication delivery available only in Hong Kong and designated cities in the Greater Bay Area of Mainland China, not applicable in Macau.
   iv. *Designated cities in the Greater Bay Area currently include Guangzhou, Shenzhen, Zhuhai, Foshan, Dongguan, and Zhongshan.
   v. All costs, including but not limited to out-of-pocket expenses, must be paid using the electronic payment methods specified on the online platform.
   vi. For all online consultations, the insured must be located in the same region as the registered doctor's clinic providing the online consultation, otherwise, the online consultation will not be provided.

B. Care Concierge Service provided in Mainland China, please refer to the section headed under the term of "Terms of Use of Care Concierge Services in Mainland" China" or visit the company website at https://www.aia.com.hk/en/health-and-wellness/healthcare-services/care-concierge/mainland .

General Rules and Regulations:

1. **Producers should make product recommendations based on customer needs and affordability, and should not make any incentive-driven recommendations to customers.**
2. The arrangement of closing dates will be subject to the latest memos or iPoS closing dates announced by AIA.
3. Producers who have submitted policies / policies issued before the Contest Period but withdraw the captioned policy applications / cancel the captioned issued policies during the Contest Period and then reapply for the same products for the same insured, the corresponding case will not be counted.
4. If two or more Financial Planners and Agency Leaders complete a joint case, the ANP will be averaged among each person.
5. All new policies under same insured with same basic plan within the promotional period by the same producer will be treated as one eligible case only when calculating the cumulative number policies.
6. Apart from the New Policy, the premiums of all other basic plan(s) and/or add-on plan(s) and levy will not be applied for the calculation of this offer.
7. For applications submitted to AIA via hardcopy or electronic application, producers are reminded to allow sufficient time to ensure the applications are received by AIA and/or its authorized vendor before the cut-off time.
8. All policies will only be counted if they are submitted and delivered within the contest period and are still in force during prize awarding.
9. The result of the contest shall be adjusted according to the cooling-off period of the policy. AIA reserves the right to retract the reward awarded.
10. Qualifiers must be inforce in AIA at the time the reward are paid out / redeemed.
11. AIA reserves the right to amend any of the rules of this contest or offer alternative gifts subject to availability (for example, gifts may be distributed in cash-in-lieu) at any time without prior notice.

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12. The prize cannot be used for any inducement for new policy selling, resell, exchanged for cash, other products or discount.
13. AIA is not the service provider or intermediary. We make no representations, warranties, or commitments regarding the quality or availability of the services and will not assume any responsibility or liability for the services provided by the service provider. Under no circumstances will we be liable for the acts, omissions, or negligence of the service provider in providing the services and/or services (including but not limited to diagnosis, treatment, and medical and care services).
14. In case of any dispute, the decision of AIA is final.

For enquiries, please email Health Proposition at aiahk.health-and-wellness-proposition@aia.com for enquiry about reward listed in above.

Regards,

Leo Cheung
Head of Life & Wealth Management Proposition

Angela Lau
Head of Health Proposition

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